

## Message Text

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E.O. 11652: N/A

TAGS: BEXP, BE

SUBJECT: AMENDMENTS AND POSSIBLE ADDITIONS TO BELGIUM'S CCP

REF: BRUSSELS 9641

1 EMBASSY NOW UNDERSTANDS THAT COMMERCE WILL PROBABLY DECIDE NOT TO ORGANIZE NEW TRADE MISSION ON ENERGY SYSTEMS FOR WESTERN EUROPE HOWEVER, AS PROMISED IN REFTEL, WE WOULD LIKE TO OFFER FEW COMMENTS ON CONCEPT.

2. BELGIUM, AS HIGHLY INDUSTRIALIZED COUNTRY IN HEART OF EUROPE, APPEARS TO HAVE ADEQUATE POWER CAPACITY (IN EXISTENCE AND PLANNED) FOR ITS NEEDS BASED ON PROBABLE FUTURE DEVELOPMENT. IN NUCLEAR ENERGY FIELD BELGIUM BASED COMPANIES (PARTICULARLY COCKERILL AND WESTINGHOUSE) HAVE CAPACITY TO BUILD ABOUT ONE PLANT PER YEAR WHICH IS GREATER THAN DOMESTIC DEMAND. IN ENERGY PICTURE AS SHOLE MOST MAJOR COMPANIES, BOTH EUROPEAN AND AMERICAN, ARE PRESENT AND VERY ACTIVE EVEN THOUGH IT IS PROBABLY FAIR TO STATE THAT THERE IS NOT ENOUGH BUSINESS IN BELGIUM ALONE TO SUSTAIN THEM ALL. LEADING FIRM RUNNING ACROSS ENTIRE FIELD IS ACEC WHICH IS 70 PERCENT OWNED BY WESTINGHOUSE AND WHICH IS HAVING SERIOUS PROBLEMS IN MAINTAINING ITS CURRENT ACTIVITIES AT PROFITABLE LEVEL. IT IS GENERAL KNOWLEDGE THAT WESTINGHOUSE WOULD LIKE TO SELL IT INTEREST IN ACEC. ACEC BRINGSIN ABOUT ONE-HALF OF ITS PRODUCTS FROM  
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OUTSIDE BELGIUM TO FILL IN FULL RANGE OF PRODUCTS AND

TO BE USED IN ASSEMBLY WITH LOCALLY- PRODUCED PARTS, SOME OF THESE IMPORTS ARE FROM THE U.S.

3. IF COMMERCE DECIDES TO CONSIDER TRADE MISSION IN THIS FIELD WE SUGGEST THAT FOCUS BE ON AREAS WHERE NEW-TO-MARKET U.S. FIRMS HAVE SOMETHING UNIQUE TO OFFER, PREFERABLY NEW PRODUCTS USING ADVANCED TEHCHNOLOGY WHICH LEADING U.S MULTINATIONALS IN BELGIUM HAVE NOT YET INTRODUCED HERE AS HAS BEEN NOTED IN CCP.INSTRUMENTATION OFFERS SOME POSSIBILITIES. COMPUTERS DESIGNED FOR USE IN ENERGY SYSTEMS ALSO WOULD BE AREA TO EXPLORE FURTHER SINCE U.S CLEARLY IS IN PRE-EMINENT POSITION. HOWEVER, IN PROFITABLE PERIPHERAL EQUIPMENT AND SOFT-WARE, BELGIAN MARKET IS WELL SERVED. ACCORDINGLY, GREAT CARE WILL BE REQUIRED IN PUTTING TOGETHER TRADE MISSIONS IN ORDER NOT TO INCLUDE FIRMS WHICH WOULD FIND THEIR PRODUCTS EFFECTIVELY SHUT OUT FROM MARKET.  
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